



**Title: Head of Business Development**

**Location: Denver, CO**

**About our Company:**

Cologix provides network and cloud neutral interconnection and colocation services in highly strategic and densely connected data centers. We enable customers to scale their businesses rapidly and cost-effectively by delivering flexible space, reliable power, and dense cloud and network connectivity to customers in the carrier, cloud, content delivery, media, financial services and enterprise communities. Our customers have direct access to our local operations teams which result in strong partnerships backed by exceptional operational support and unparalleled customer service. With 25 Data centers in the United States and Canada, Cologix offers space, power, cooling, cross-connects and physical security for its customers. We are headquartered in Denver, Colorado and have data centers in Columbus (3), Dallas (2), Jacksonville (2), Lakeland (1), Minneapolis (3), Montreal (7), New Jersey (3), Toronto (2), and Vancouver (2) where we provide local dedicated support teams for our colocation and interconnection customers.

**About the Position:**

We are searching for a pragmatic, strategically sharp professional to own and lead our M&A and general Business Development initiatives. Our company is backed by one of the largest North American Infrastructure funds and we have huge growth ambitions. This is an exciting opportunity someone to deliver game changing transactions in a company that is in the heart of hyperscale infrastructure.

**Key Areas of responsibility:**

- Own and align the company M&A strategy with business priorities and acceleration of the company's strategic goals
- Provide leadership on M&A transactions from deal origination to closure on value creating deals
- Build and manage a robust pipeline of potential deals
- Support the CFO on all aspects of M&A related corporate finance
- Support all transactions through approval processes within Cologix and within the major shareholder
- Identify and convert needle moving strategic partnership opportunities

**What makes you a good fit: (Qualifications)**

- Success in completing several value creating transactions within the communications infrastructure sector
- Thorough understanding of the North American data center market and the current value drivers for the business
- Strong deal instincts with the ability to identify and secure proprietary opportunities
- Good at working within a fast paced team demonstrating both drive and determination as well as flexibility
- Excellent commercial instincts
- Strategic and Analytical thinker that is good at maintaining objectivity
- Good communicator capable of leading strategic conversations and guiding board level discussions on M&A.
- Team player (low ego) that can adapt to shifting priorities and schedule
- Great at networking and providing connectivity and awareness across the industry at senior levels

*NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.*

**Cologix is an Equal Opportunity Employer. Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability, or veteran status.**